March 21, 1981
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Israeli Portfolio
page 10

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Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

5: **Editor's Notebook** is a new feature with Editor Bill Fogarty providing some behind-the-scenes insights to today's farm machinery industry and some follow-ups to recent articles that appeared in I&T.

10: **Israeli Portfolio.** A look at specialized machinery developed to handle the tillage requirements of Israel's hard, clod-forming soils.

14: **These Dealers Delegate Authority.** The owners of this Ford dealership delegate substantial authority to their department managers to free themselves for sales work. And, they are pleased with the results. On the cover are the owners, Mike Pozniak, left, and Tom Donohoe.

20: **Corn Field Wastes Take On New Glow:** Ag engineers develop furnaces and gasification techniques using corncobs and residue to fuel grain dryers and save petroleum fuels.

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what's ahead...

I&T SINCE 1886

March 21, 1981

THE MARCH TOWARD REDUCED TILLAGE CONTINUES throughout U.S. agriculture. During the past 10 years, according to No-Till Farmer, the amount of no-tillage in the United States has gone up 260 per cent. For 1981, the publication estimates that no-tillage methods will be applied on 8.66 million acres (compared with 7.14 million in 1980) and that minimum-tillage methods will be used on 88.14 million acres (vs. 82.84 million last year). Conversely, conventional tillage practices will be followed on 206.5 million acres this year vs. 211.1 million in 1980. (Sources for No-Till Farmer data are state agronomists of the Soil Conservation Service.) In one state in which erosion has been of grave concern for many years--Iowa--minimum tillage methods are now applied on more acres (11.2 million) than are conventional methods (9.7 million acres). Complete crop-by-crop and state-by-state acreage breakdowns are available for $100 from No-Till Farmer, 733 Van Buren, Milwaukee, Wis. 53202.

HOW MANY FARMS WILL THERE BE IN THE YEAR 2000? Three USDA specialists, William Lin, George Coffman and J. B. Penn, in a document titled, "U.S. Farm Numbers, Sizes and Related Structural Dimensions," estimate that the total number of farms will decline from 2.9 million in 1974 to 2.1 million in 1990 and to 1.75 million in 2000 "if present trends continue." They predict a large proportion of small farms, an ever-increasing proportion of large farms and a declining proportion of medium-size farms. Large farms, with sales of over $100,000 yearly, will increase from 5 per cent to 32 per cent. Here's how their projections shape up:

Sales Class	1985	1990	2000
Less than $20,000	1,416,000	1,193,000	889,000
$20,000 to $99,999	563,000	450,000	301,000
$100,000 to $499,999	290,000	358,000	344,000
$500,000 and over	51,000	88,000	217,000
All farms	2,320,000	2,090,000	1,750,000

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama (February 10, 1981)

ALLIS-CHALMERS TRACTORS
5050 diesel, 1978 (Good) 3900*
5040 diesel, 1977 (Fair) 3000*
WD, 1951 (Good) 350

CASE TRACTORS
1370 diesel, cab, air, 1975 (Good) 15,000*
580 diesel, ldr., backhoe, 1970 (Good) 4500*

DEUTZ TRACTOR
8005 diesel, (Fair) 2800*

DAVID BROWN TRACTOR
990 diesel, (Good) 2100

MASSEY-FERGUSON TRACTORS
1130 diesel, 1970, (Good) 5150*
1130 diesel, 1968 (Good) 5000
1100 diesel, 1970 (Good) 5300
1085 diesel, 1976 (Good) 5600
245 diesel, 1977 (Excellent) 6450*
230 diesel, 1979 (Excellent) 5300
180 diesel, 1967 (Good) 3500*
175 diesel, 1972 (Good) 3800
175 diesel, 1971 (Fair) 2850
165 diesel, 1975 (Rough) 2000
165 diesel, 1974, (Good) 4000
165 diesel, 1968, (Good) 3850
165 diesel, 1967 (Fair) 3275*
165 diesel, 1967 (Fair) 3300
135 diesel, 1971 (Excellent) 3650
135 diesel, 1970 (Excellent) 3500
65 diesel, 1964 (Good) 1800*
65 diesel, 1962 (Good) 2300
65 diesel, 1962 (Good) 2200
65 diesel, 1961 (Good) 2200
65 diesel, 1961 (Good) 2000*
65 diesel, 1960 (Good) 2000*
50 diesel, 1964 (Excellent) 2550*
35 diesel, 1963 (Excellent) 2300*
35 diesel, 1963 (Excellent) 2300
35 diesel, 1962 (Good) 1900
35, ldr., 1961 (Good) 2150*
35, 1960 (Good) 2150*
TO30, 1952 (Good) 1200*
TO30, 1952 (Rough) 600
TO30, 1952 (Rough) 650

FORD TRACTORS
9600 diesel, 1975 (Good) 6150
7000 diesel, 1974 (Excellent) 6900
7000 diesel, 1974 (Good) 5500*
7000 diesel, 1974 (Excellent) 7000
5000 diesel, 1974 (Good) 6450
5000 diesel, 1972 (Excellent) 5900
5000 diesel, 1972 (Excellent) 5450*
5000 diesel, 1972 (Good) 4450
5000 diesel, 1966 (Rough) 1400*
5000 diesel, 1965 (Fair) 3100
4500 diesel, 1969 (Good) 3850
4000 diesel, 1972 (Good) 3900*
4000 diesel, 1972 (Good) 3800*
3400 diesel, 1974 (Good) 3900
3000 diesel, 1968 (Good) 3000
3000 diesel, 1966 (Fair) 2100
3000 diesel, 1966 (Good) 2600
2000, 1969 (Good) 3000
850, 1956 (Excellent) 2100
841, ldr., 1958 (Fair) 1325
640, 1956 (Excellent) 2125
621, 1959 (Good) 2200*
Maj. D, 1953 (Good) 650
Sup. Dexta, 1962 (Good) 1150
Dexta, 1959 (Good) 1050
8N, 1951 (Good) 1200
8N, 1951 (Good) 1000
8N, 1952 (Excellent) 1325
8N, 1952 (Excellent) 1550
8N, 1951 (Excellent) 1475*
8N, 1951 (Good) 1200*
8N, 1948 (Fair) 775*
8N, 1948 (Fair) 800

INTERNATIONAL HARVESTER TRACTORS
1566 diesel, 1975 ..... 9100*
1256 diesel, duals, 1968 (Fair) 4300*
1066 diesel, 1972 (Excellent) 7750
806 diesel, 1965 (Rough) 2650*
666 diesel, 1974 (Excellent) 6750
656 diesel, 1965 (Fair) 3000*
656 diesel, 1965 (Good) 3500*
574 diesel, 1977 (Excellent) 5250
574 diesel, 1973 (Good) 3500
574 diesel, 1972 (Excellent) 4200
B414 diesel, 1961 (Fair) 800
330, 1957 (Good) 1100
Sup. M, 1953 (Good) 700
M, 1942 (Fair) 340
Sup. A, cult., 1951 (Fair) 825
154 Cub Loboy, 1970 (Good) 1200
Cub, 1952 (Good) 1300
Cub, mo., 1950 (Good) 1000
Cub, cult., pit., 1948 (Fair) 725
Cub, mo., 1948 (Rough) 500

JOHN DEERE TRACTORS
4240 diesel, 1978 (Good) 15,100
4020 diesel, 1968 (Good) 6150
4020 diesel, 1966 (Fair) 3475
4010 diesel, 1963 (Excellent) 5350
3020 diesel, 1972 (Excellent) 5900
3020 diesel, 1967 (Good) 5100
3020 diesel, 1967 (Good) 4500*
3020 diesel, 1965 (Good) 4650
3010 diesel, 1961 (Good) 3300*
2840 diesel, 1977 (Excellent) 11,250
2030 diesel, 1973 (Excellent) 4500*
2020 diesel, 1968 (Good) 3750
2020 diesel, 1968 (Good) 3800
1020 diesel, 1966 (Good) 3250*

KUBOTA TRACTORS
85 diesel turbo, (Excellent) 4000*
L175, (Excellent) 3100
L175, (Excellent) 3000

LONG TRACTORS
560 diesel, (Good) 2400
560 diesel, (Good) 2400
445 diesel, 1976 (Good) 2450*
384 diesel, (Fair) 2000

OLIVER TRACTORS
1755 diesel, 1972 (Good) 5500*
550 diesel, 1958 (Rough) 725

NOTES
Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

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STRONG....
FAST.....

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